



> **19TH ANNUAL
M&A ADVISOR AWARDS**
FEBRUARY 4, 2021



IT TAKES A WINNING TEAM



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Welcome

“Before you speak, listen. Before you write, think. Before you spend, earn. Before you invest, investigate. Before you criticize, wait. Before you pray, forgive. Before you quit, try. Before you retire, save. Before you die, give.”

William Arthur Ward, American Writer

Welcome to the 19th Annual M&A Advisor Awards –Virtual Style!

Since 2002, we have been honoring the leading transactions, companies and dealmakers in the M&A industry. This past year we had the privilege of overseeing the judging of award nominations representing over 500 different firms. Through a once-in-a-century pandemic, these firms have persevered, and it is our great pleasure to recognize those finalists and bestow upon the winners our highest honor for M&A transactions, firms and professionals.

William Arthur Ward’s words should give us some pause, yet inspiration about life in the M&A industry. It’s about all our resources of time, talent and treasure, what we focus our time and attention to and the skills which you creatively utilize. If this past year has taught us anything, it is that our actions truly matter. Your actions of focus and perseverance in 2020 has paid off, and we are grateful that we can recognize a small piece of that through these awards.

On behalf of The M&A Advisor Team, it is my pleasure to welcome you to this celebration of “dealmaking.” Your participation and the collaborative contributions of our alliance partners, sponsors and judges make it possible to provide this valuable awards program.

It is our pleasure to serve you. And thank you for joining us.



Roger Aguinaldo
Founder
The M&A Advisor

WE ARE PROUD
TO BE NAMED
**ACCOUNTING &
DUE DILIGENCE
FIRM OF THE YEAR**

BY *THE M&A ADVISOR*

Congratulations to all the honorees!



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Thank You

The M&A Advisor is proud and thankful to have the support of the 19th Annual M&A Advisor Awards Alliances and Sponsors:

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Awards Judging

Earlier this year, The M&A Advisor issued a Call for Nominations to all M&A professionals to participate in the 19th Annual M&A Advisor Awards. To qualify the nominees, The M&A Advisor Awards research team used both real-time and historical information on the candidates, during the nomination vetting process. A panel of independent judges, chosen for their M&A industry expertise, were then selected to evaluate the qualified nominees.

THE MEMBERS OF THE 2020 JUDGING PANEL WERE:

Liam Ahern, Managing Director, Gordian Group
Ulf Angelin, Managing Partner, CrossBorder Venture Partners LLC
Luis Alberto Aziz, Managing Partner, Aziz & Kaye Abogados, S.C.
Myrna Barakat, Managing Director, MB CAP
Tej Brahmabhatt, Founding Partner, Watchtower Capital
Ben Boissevain, Managing Director, Ascento Capital
Charles Botchway, CEO, Madison Street Capital, LLC
Peter Brechter, CEO, SNC Partners, Inc.
Tim Brouwer, Managing Director and co-owner, ARIX Business Intelligence
Tom Burger, Managing Partner, Gridiron Capital, LLC
Jason Casella, Partner, Jenner & Block LLP
Henry Chan, Managing Partner, Azure Advisors
Ian Fay, Co-Founder & Head Group, Vier Energy Capital
Michael Fein, EVP, Head of US Operations, Kingsdale Advisors, US
Ruben Ferrer, Managing Partner New York Office, Gomez-Acebo & Pombo
Steven Fleming, Restructuring Leader / Principal, PricewaterhouseCoopers
Channing Hamlet, Managing Director, Objective Capital Partners
Christopher Jarvinen, Partner, Berger Singerman LLP
Jason Kellams, President and COO, Derby Fabricating Solutions
Steven Klemencic, Managing Director, Ankura
Nicholas Kim, Managing Director, Private M&A, N. Hahn & Co., Inc.
Susan Koss, Partner and Managing Director, O'Keefe
Church Lewis, Partner, Atlas Technology Group
Joe O'Donnell, Vice President, Investigative Management Group
Tyrus O'Neill, Managing Partner, Benchmark International
Jeremy Nanus, Managing Director, Alvarez & Marsal
Stephen Peca, Managing Director, Windy Acres Capital & Advisory
Kim Posin, Partner, Latham & Watkins LLP
Tom Reynolds, Partner, Moore Frères & Company
Derek Ricthea, Director, Spurrier Capital Partners
Andrew Robison, Partner, Bradley
Bradford Sandler, Partner and Co-Chair of the Committee Practice, Pachulski Stang Ziehl & Jones LLP
Dean Schroth, Managing Director, Random Walk Consulting, LLC
Jeremy Swan, Managing Principal, CohnReznick
Stephen Swanson, Assistant General Counsel, Invesco
Scott Sutton, Vice President, Safeguard Acquisitions, Inc.
Jacob Voorhees, Head of Global M&A, Capstone Headwaters
William Wilson, Partner, Wilson Williams LLC
Igor Zaks, President, Tenzor Ltd
Dina Zhang, Director, Deutsche Bank

The candidates were judged in a secure virtual data room to ensure that all eligible nominations were processed and evaluated securely and confidentially.

Awards Gala Host



Roger Aguinaldo is the Founder of The M&A Advisor and a Senior Advisor at CC Capital, a private investment firm focused on SPACs and large market mature buyouts. A leading authority on private equity investing, mergers and acquisitions and finance, Mr. Aguinaldo has consummated over \$15 billion of M&A and financial transactions over the past 32 years. Recent acquisitions include the privatization of Dun & Bradstreet and the SPAC buyouts of Fidelity Guaranty Life, UTZ Quality Foods, Inc. and E2 Open. Currently, he's seeking acquisitions for a \$1 billion and a \$600mm SPAC. Mr. Aguinaldo began his career at Merrill Lynch & Co. where he handled M&A of Fortune 500 co. and large financial institutions. He was actively involved in one of the largest LBOs at the time – the \$1.5 billion acquisition of Del Monte Foods Corporation. He received a BS from Carnegie Mellon University and an MBA from New York University.





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2020

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Congratulations

TO THE WINNERS OF THE
19TH ANNUAL M&A ADVISOR AWARDS

FROM



*"LEONIS PARTNERS CONTINUES TO GAIN MOMENTUM HEADING INTO 2021 WITH
25+ DEALS CLOSED AT 1.5BN+ IN TEV OVER THE LAST TWO YEARS"*

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- ✓ **Lower-Middle Market Deal of the Year:**
 - Press Gancy (Ares & Leonard Green & Partners) acquisition of SMD
- ✓ **Lower-Middle Market Private Equity Deal of the Year:**
 - LINQ (Banneker) acquisition of SRC Solutions
- ✓ **Investment Banker of the Year:**
 - Robert Koven, Managing Director
- ✓ **Emerging Leader Award Winner:**
 - Rob Burton, Managing Director





> 19TH ANNUAL
M&A ADVISOR AWARDS



19th Annual M&A Advisor Awards

The finalists for the 19th Annual M&A Advisor Awards are as follows:

I. SECTOR DEAL OF THE YEAR

ENERGY DEAL OF THE YEAR

Acquisition of Global Marine Group by J.F. Lehman and Co.

Winchester Capital
Jefferies

J.F. Lehman and Co.
Global Marine Group

FINANCIALS DEAL OF THE YEAR

Acquisition of BankTEL by AvidXchange

Capstone Headwaters

AvidXchange

MATERIALS DEAL OF THE YEAR

Acquisition of PeroxyChem Holding Company by Evonik Industries AG

McDermott Will & Emery
Dechert

Freshfields

TELECOMMUNICATION SERVICES DEAL OF THE YEAR

Acquisition of Sprint by T-Mobile

Deloitte Consulting
Sprint

T-Mobile

CONSUMER DISCRETIONARY DEAL OF THE YEAR

Acquisition of Boll & Branch by L Catterton

L Catterton
Boll & Branch
Kirkland & Ellis

Alvarez & Marsal
McKinsey & Company

CONSUMER STAPLES DEAL OF THE YEAR

Acquisition of Omega Sea by Spectrum Brands Holdings

EdgePoint Capital
Genesis Capital, LLC
Omega Sea

Spectrum Brands Holdings, Inc.
Husch Blackwell, LLP
Calfee, Halter & Griswold

HEALTHCARE AND LIFE SCIENCES DEAL OF THE YEAR (Under \$1B)

The Urology Group partners with Lee Equity to Form Solaris Health

Provident Healthcare Partners

Lee Equity Partners

HEALTHCARE AND LIFE SCIENCES DEAL OF THE YEAR (Over \$1B)

Merger of WellCare Transformative with Centene

Bass, Berry & Sims PLC
Skadden, Arps, Slate, Meagher & Flom LLP

WellCare
Evercore

INDUSTRIALS DEAL OF THE YEAR (Under \$50MM)

Acquisition of Frost Supply by Consolidated Electrical Distributors

Nolan & Associates
Consolidated Electrical Distributors

Lathrop & Gage
Frost Electric Supply Company



INDUSTRIALS DEAL OF THE YEAR (\$50MM-\$100MM)

Recapitalization of Elliott Aviation by Summit Park

McGuireWoods LLP

Duggan Bertsch, LLC

INDUSTRIALS DEAL OF THE YEAR (Over \$100MM)

Sale of Wytech Industries to Vance Street Capital

Wombat Capital Markets

Wytech Industries

Vance Street Capital

INFORMATION TECHNOLOGY DEAL OF THE YEAR (\$10MM-\$25MM)

Acquisition of Mainstreet Computers by Convenient Payment Systems a holding of The Beekman Group

Generational Capital Markets, Inc.

The Beekman Group

INFORMATION TECHNOLOGY DEAL OF THE YEAR (\$50MM-\$100MM)

Majority Recapitalization of Spatial Networks by Kayne Partners and Kennet Partners

Horizon Partners

O'Melveny & Myers LLP

Kayne Partners

Fenwick

Spatial Networks, Inc

BDO

Kennet Partners

RSM

Greenberg Traurig

INFORMATION TECHNOLOGY DEAL OF THE YEAR (Over \$100MM)

Acquisition of Definitive Healthcare by Advent International

Raymond James

Advent International

Spectrum Equity

PROFESSIONAL SERVICES (B-TO-B) DEAL OF THE YEAR (Under \$100MM)

Mobius Equity Partners Investment in Access Partnership

Equiteq Advisors Limited

Access Partnership

Mobius

PROFESSIONAL SERVICES (B-TO-B) DEAL OF THE YEAR (Over \$100MM)

Acquisition of Sales Benchmark Index by CIP Capital

Raymond James

Foley & Lardner LLP

CIP Capital

BRG

REAL ESTATE DEAL OF THE YEAR

Acquisition of Paulino Gardens by Prologis

JD Merit & Co.

Prologis

Paulino Gardens



II. FIRM OF THE YEAR

ACCOUNTING/DUE DILIGENCE FIRM OF THE YEAR
UHY LLP

BOUTIQUE INVESTMENT BANKING FIRM OF THE YEAR
MelCap Partners

CONSULTING FIRM OF THE YEAR
Global Upside

INVESTMENT BANKING FIRM OF THE YEAR
BDA Partners

LAW FIRM OF THE YEAR
Koley Jessen

PRIVATE EQUITY FIRM OF THE YEAR
Audax Group

VALUATION FIRM OF THE YEAR
Generational Group

III. PRODUCT/SERVICE OF THE YEAR

PRODUCT/SERVICE OF THE YEAR - INTEGRATION
EV PAS: Driving M&A Integration Through Turbulent Times

PRODUCT/SERVICE OF THE YEAR - ORIGINATION
OutFlow Agency Origination Services

IV. PROFESSIONAL OF THE YEAR

CORPORATE DEVELOPMENT PROFESSIONAL OF THE YEAR
Chandradev Mehta, Director, Mergers & Acquisitions, LyondellBasell

INVESTMENT BANKER OF THE YEAR
Mike Firmage, Co-founder & Managing Director, Horizon Partners

LEGAL ADVISOR OF THE YEAR
Tali Sealman, Partner, White & Case LLP

PRIVATE EQUITY PROFESSIONAL OF THE YEAR
David Fredston, Managing Partner, Sole Source Capital LLC



V. DEAL FINANCING OF THE YEAR

DEBT FINANCING OF THE YEAR

Sale of Golden Hippo Holdco Inc. to the Golden Hippo Employee Stock Ownership Trust (ESOP)
CSG Partners
Argent Financial Group
Duff & Phelps
Holland & Knight
Winston & Strawn

EQUITY FINANCING OF THE YEAR

iOR Holdings, Inc. Series B Preferred Round
Jordan, Knauff & Company
C3 Capital, LLC

VI. RESTRUCTURING DEAL OF THE YEAR

RESTRUCTURING DEAL OF THE YEAR (Under \$500MM)

Acquisition of Shari's Berries Brand from FTD by 1-800-FLOWERS.COM
Cahill Gordon & Reindel LLP
Jones Day
Moelis & Company
Piper Jaffray & Co
AP Services

RESTRUCTURING DEAL OF THE YEAR (Over \$500MM)

Restructuring of Trident USA Health Services
Ankura Consulting Group, L.L.C.
Kilpatrick Townsend & Stockton LLP
Paul, Weiss, Rifkind, Wharton & Garrison LLP
Skadden, Arps, Slate, Meagher & Flom LLP
Houlihan Lokey, Inc.
Togut, Segal & Segal LLP
AlixPartners, LLP
PJT Partners
Alston & Bird

VII. CORPORATE/STRATEGIC DEAL OF THE YEAR

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$10MM-\$25MM)

Sale of ePlastics to Laird Plastics, Inc.
Objective Capital Partners
ePlastics
Ferris & Britton
Laird Plastics, Inc.

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$25MM-\$50MM)

Acquisition of Premier Building Supply by Installed Building Products
Nolan & Associates
Installed Building Products
Premier Building Supply
RubinBrown

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$50MM-\$100MM)

Out-of-Court Sale of B&G Crane Services
FTI Consulting
Weil, Gotshal & Manges LLP
Apollo Management
Stifel, Miller Buckfire
PwC
Paul Weiss

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$100MM-\$250MM)

The Sale of Solovis to Nasdaq

Raymond James
Solovis, Inc.
Nasdaq
eVestment

Baker, Donelson, Bearman, Caldwell & Berkowitz, PC
Ernst & Young
Wachtell, Lipton, Rosen & Katz
Warren Averett

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$250MM-\$500MM)

Acquisition Of Three Casinos From Eldorado Resorts by Century Casinos

Stifel

Macquarie Capital

CORPORATE/STRATEGIC DEAL OF THE YEAR (\$500MM-\$1B)

Sale of Prinova to Nagase

Lazard Middle Market
Nagase Holdings America Corporation
GCA Advisors

Prinova Group
Levenfeld Pearlstein
RSM

CORPORATE/STRATEGIC DEAL OF THE YEAR (Over \$1B)

Merger of WellCare Transformative with Centene

Bass, Berry & Sims PLC
Skadden, Arps, Slate, Meagher & Flom LLP

WellCare
Evercore

VIII. CROSS BORDER DEAL OF THE YEAR

CROSS BORDER DEAL OF THE YEAR (\$10MM-\$25MM)

Acquisition of Rook Security by Sophos

Capstone Headwaters
Sophos

Rook Security

CROSS BORDER DEAL OF THE YEAR (\$25MM-\$50MM)

Acquisition of Genesys Holdings Limited by H2O Innovation Inc.

BCMS
Genesys Holdings
H2O Innovation Inc.
KPMG

McCarthy Tetrault
DJH Accountants Ltd
Mills & Reeve LLP

CROSS BORDER DEAL OF THE YEAR (\$50MM-\$75MM)

Organizational structure with affiliates of Nitya Capital (“Nitya”), Silverpeak and the Olayan Group

Gray Reed & McGraw LLP
Nitya Capital (“Nitya”)

Olayan Group
Silverpeak

CROSS BORDER DEAL OF THE YEAR (\$75MM-\$100MM)

Acquisition of Truelove & MacLean Inc. by SFS Group AG

Pickwick Capital Partners
Henry & Federer LLP
Herbein + Company
Hinckley, Allen and Snyder LLP
Ideals Solution Group

Kabealo PLLC
Kimbball, Paris & Gugliotti, PC
Metz Lewis Brodman Must O’Keefe
SFS Group AG
Truelove & Maclean, Inc.

CROSS BORDER DEAL OF THE YEAR (\$100MM-\$250MM)

Acquisition of Rich Graviss India by Rich Products Corporation

BDA Partners
Graviss Group

Rich Products Corporation

CROSS BORDER DEAL OF THE YEAR (\$250MM-\$500MM)

Acquisition of New Seasons Markets by EMart

Dentons
KPMG

EMart
New Seasons Markets

CROSS BORDER DEAL OF THE YEAR (\$500MM to \$1B)

Acquisition of PeroxyChem Holding Company by Evonik Industries AG

McDermott Will & Emery
Freshfields
Dechert

Evonik Industries AG
PeroxyChem Holding Company

CROSS BORDER DEAL OF THE YEAR (Over \$1B)

Acquisition of Larsen & Toubro Electrical & Automation Division by Schneider Electric SA

White & Case
Schneider Electric

Larsen & Toubro

IX. PRIVATE EQUITY DEAL OF THE YEAR

PRIVATE EQUITY DEAL OF THE YEAR (\$10MM-\$25MM)

Acquisition of Registration Gateway of SRC Solutions by LINQ

Leonis Partners
LINQ

Banneker Partners
SRC Solutions

PRIVATE EQUITY DEAL OF THE YEAR (\$25MM-\$50MM)

Acquisition of Cawoods Produce by Mr. Greens, an Investment of Shoreline Capital

Generational Equity
Cawoods Produce
Langham Partners, P.C.
Shoreline Equity Partners

Cary, Trlica & Wood, P.C.
Finn Dixon & Herling LLP
Mr. Greens Produce
Generational Capital Markets, Inc.

PRIVATE EQUITY DEAL OF THE YEAR (\$50MM-\$100MM)

Majority Investment in MHC Software by Strattam Capital

Strattam Capital
DC Advisory
Macelree & Harvey
MHC Software
Wilson Sonsini
Vanguard Systems

Aon Insurance
Honigman LLP
Madison Capital
O2 Investment Partners
Totality Ventures

PRIVATE EQUITY DEAL OF THE YEAR (\$100MM-\$250MM)

Acquisition of ClassPass by L Catterton

L Catterton
ClassPass
Kirkland & Ellis

Alvarez & Marsal
McKinsey & Company

PRIVATE EQUITY DEAL OF THE YEAR (\$250MM-\$500MM)

Sale of OmniCable Corp. to DOT Family Holdings

Prairie Capital Advisors
DOT Family Holdings

Colm Advisory, LLC
OmniCable Corp.

PRIVATE EQUITY DEAL OF THE YEAR (\$500MM-\$1B)

Investment in AffiniPay from TA Associates

Raymond James
Baker Botts
TA Associates

AffiniPay Holdings
Great Hill Partners

PRIVATE EQUITY DEAL OF THE YEAR (OVER \$1B)

Investment in Lytx by GTCR

GTCR, LLC
Kirkland & Ellis
Permira

Fried Frank
Lytx
Rothschild

X. M&A DEAL OF THE YEAR

M&A DEAL OF THE YEAR (\$10MM-\$25MM)

Divestment of Majority Stake in Pyramids Group to Ghobash Trading & Investment Company

Alpen Capital (ME) Ltd
Pyramids Holding Group

Ghobash Trading & Investment Co. Ltd.

M&A DEAL OF THE YEAR (\$25MM-\$50MM)

Acquisition of SMD by Press Ganey, a LGP and Ares PortCo.

Leonis Partners

Strategic Management Decision (SMD)

M&A DEAL OF THE YEAR (\$50MM-\$100MM)

Acquisition of Mission Bell Manufacturing by USA Millwork, Inc.

Generational Equity
BPM
Mission Bell Manufacturing

Berliner Cohen LLP
McDonald Hopkins LLC
USA Millwork, Inc.

M&A DEAL OF THE YEAR (\$100MM-\$250MM)

Sale of Norpac Foods, Inc.

Sierra Constellation Partners, LLC
CoBank, ACB
Faegre Baker Daniels LLP
Lineage Logistics LLC / Bay Grove
Miller Nash Graham & Dunn LLP
Oregon Potato Company
Sheppard Mullin Richter & Hampton LLP

Alvarez & Marsal
Davis Wright Tremaine LLP
Leonard Law Group LLC
Lowenstein Sandler LLP
Norpac Foods, Inc.
Rosenberg & Estis, P.C.
Tonkon Torp

M&A DEAL OF THE YEAR (\$250MM-\$500MM)

Sale of OmniCable Corp. to DOT Family Holdings

Prairie Capital Advisors
DOT Family Holdings

Colm Advisory, LLC
OmniCable Corp.



M&A DEAL OF THE YEAR (\$500MM-\$1B)

The Sale of Campus Management and Edcentric to Veritas Capital

Raymond James

Edcentric

Veritas Capital

Campus Management

Leeds Equity Partners

M&A DEAL OF THE YEAR (\$1B-\$10B)

Business Combination of SBTech with DraftKings Inc.

Stifel Financial

Goldman Sachs

Noel

Skadden

The Raine Group

DraftKings Inc.

HFN

SBTech

Sullivan & Cromwell

Winston & Strawn

M&A DEAL OF THE YEAR (\$10B-\$50B)

Acquisition of Sprint by T-Mobile

Deloitte Consulting

T-Mobile

Sprint

M&A DEAL OF THE YEAR (Over \$50B)

Acquisition of a 70% stake in Saudi Basic Industries Corp by Saudi Aramco

White & Case LLP

SABIC

Saudi Aramco



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**GENERATIONAL
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Certified Public Accountants

UHY Advisors' National Transaction Services Group is comprised of seasoned, multi-disciplined professionals that offer a different aspect and perspective to the transaction process, providing a uniquely integrated approach to client service and product delivery. We do not believe that "one size fits all"; as each transaction is distinct. We offer services tailored for each transaction and seek opportunities for our clients to maximize their return on investment, while minimizing risks whether on the buy-side or sell-side. UHY Advisors provides tax and advisory services to entrepreneurial clientele and other organizations, principally those enterprises in the dynamic middle market. UHY LLP, a licensed CPA firm, provides audit and other attest services to publicly traded, privately owned and nonprofit organizations in a number of industry sectors. Together, UHY Advisors, operating in an alternative practice structure with UHY LLP, form one of the largest professional services firms in the US. For more information, visit <https://uhy-us.com/transactions>.



EDGEPOINT

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THE M&A ADVISOR VIRTUAL SERIES

The M&A Advisor brings the movers & shakers of corporate development and private equity together with leaders in legal and financial advising, consulting, investing, business media, academia, policy-making, and C-suite decision-making, to explore the latest challenges and opportunities in M&A, restructuring, and corporate finance. The Awards, widely respected as a pinnacle of achievement, recognize excellence in deal-making, accomplishments, and the contributions of leading firms and professionals.

Upcoming Events

MAR 16-17 2021 Distressed Investing Summit

MAY 28 15th Annual Turnaround Awards

To learn more about our upcoming virtual events call us at 212 951 1550 or visit us at maadvisor.com